

# Financial & Professional Services Career Pathway

MISSOURI ECONOMIC RESEARCH & INFORMATION CENTER  
MISSOURI DEPARTMENT OF HIGHER EDUCATION  
& WORKFORCE DEVELOPMENT  
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## What are Career Pathways?

Career Pathways are groups of occupations within a career field. Occupations within a pathway share common skills, knowledge, and interests. The pathways use industry-recognized credentials and are examples of how different levels of training or education can help provide opportunities for career advancement.

### Missouri Numbers:



**24,943 Employers**



**280,406 Workers**



**\$81,542 Average Wage**

## Why Have a Career in Financial & Professional Services?

Missouri has a strong presence in the Financial and Professional Services industry, being home to several Fortune 1000 companies including Centene, Reinsurance Group of America, and Jones Financial (Edward Jones). The Financial and Professional Services industry makes up 11.7 percent of total private sector employment, employing over 280,000 workers in nearly 25,000 businesses in 2019.

Employment has been growing an average of 0.8 percent per year from 2014 to 2019. Missouri's Financial and Professional Services industry has a similar employment concentration to the rest of the nation, with particularly high employment concentrations in Management of Companies and Enterprises and Marketing Research and Public Opinion Polling. Wages in this industry averaged \$81,542 in 2019, much higher than the state average of \$51,139 for all industries.

With many career paths to choose from, as well as high employment and wages and solid growth, the Financial and Professional Services industry has many opportunities for a rewarding career in Legal Services, Business Operations, Sales and Marketing, and Financial and Insurance Services.

## Know the Basics

Careers in this industry frequently involve interactions with the public so customer service skills and being able to talk about benefits of a service or accept criticism as a professional company representative is a must. Soft skills, such as interpersonal skills, professionalism, and dependability, are important in all industries and occupations, including Financial and Professional Services.

## Skills needed for Success

In addition, Financial and Professional Services has a set of industry-wide technical competencies that represent the knowledge and skills needed to be successful in these industries. Familiarity with relevant regulations, codes, and laws imposed by regulatory agencies is crucial. Knowledge of business operations, financial reporting, and technology applications are some of the skills that are needed for success.

## Who's Hiring in Missouri?

**Wells Fargo**

**U.S. Bancorp**

**H&R Block**

**Humana**

**Cigna Corporation**



## Sales & Marketing

## Financial/ Insurance Services

### Now

#### Short-Term On-the-Job Training

**Customer Service Representatives**  
Entry: \$27,820; Average: \$35,910

**Telemarketers**  
Entry: \$21,790; Average: \$30,520

**Certificates:** Business Administration Certificates

**Tellers**  
Entry: \$23,570; Average: \$28,900

**Financial Clerks, All Other**  
Entry: \$33,320; Average: \$41,400

**Certificates:** Cash Handling

### Next

#### Certificate, Associate Degree, Apprenticeship, Moderate- to Long- Term On-the-Job Training

**First-Line Supervisor of Non-Retail Sales Workers**  
Entry: \$56,190; Average: \$81,000

**Advertising Sales Agent**  
Entry: \$27,500; Average: \$49,340

**New Accounts Clerks**  
Entry: \$26,480; Average: \$32,770

**Degrees:** Business Administration & Management  
**Certificates:** Business Administration & Management

**Bookkeeping, Accounting & Auditing Clerks**  
Entry: \$31,420; Average: \$39,890

**Claims Adjusters, Examiners, & Investigators**  
Entry: \$54,860; Average: \$70,190

**Tax Preparers**  
Entry: \$24,060; Average: \$40,480

**Certificates:** Adjuster, Accounting, QuickBooks, Tax Preparation

### Later

#### Bachelor's Degree or Advanced Degree

**Market Research Analysts & Marketing Specialists**  
Entry: \$40,500; Average: \$63,190

**Graphic Designers**  
Entry: \$35,890; Average: \$50,610

**Sales Managers**  
Entry: \$84,800; Average: \$135,360

**Degrees:** Business Administration & Management, Marketing, Communication, Graphic Design, Journalism

**Loan Officers**  
Entry: \$53,630; Average: \$77,980

**Personal Financial Advisors**  
Entry: \$50,130; Average: \$93,660

**Financial Managers**  
Entry: \$93,640; Average: \$135,120

**Degrees:** Accounting, Finance, Business Administration & Management

#### Sources:

Burning Glass Technologies Labor/Insight™ tool  
Employment and Training Administration, Competency Model Clearinghouse  
2019 Occupational Employment Survey Wage data, U.S. Bureau of Labor Statistics  
Quarterly Census of Employment and Wages, U.S. Bureau of Labor Statistics  
Top employers data is based on 2020 online job ads



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## Legal Services

## Business Operations

### Now

#### Short-Term On-the-Job Training

**General Office Clerks**

Entry: \$22,830; Average: \$32,600

**File Clerks**

Entry: \$25,900; Average: \$35,270

**Mail Clerks and Mail Machine Operators**

Entry: \$26,760; Average: \$31,520

**General Office Clerks**

Entry: \$22,830; Average: \$32,600

**Certificates:** Business Administration**Certificates:** Business Administration

### Next

#### Certificate, Associate Degree, Apprenticeship, Moderate- to Long-Term On-the-Job Training

**Paralegals & Legal Assistants**

Entry: \$40,410; Average: \$53,110

**Executive Secretaries & Executive  
Administrative Assistants**

Entry: \$44,800; Average: \$58,520

**First-Line Supervisor of Office & Administrative  
Support Workers**

Entry: \$41,800; Average: \$57,800

**Human Resources Assistants**

Entry: \$33,600; Average: \$40,940

**Certificates:** Paralegal, Legal Assistant, Notary  
License**Certificates:** Certified Payroll Professional  
**Degrees:** Business Administration & Management

### Later

#### Bachelor's Degree or Advanced Degree

**Lawyers**

Entry: \$67,520; Average: \$113,780

**General & Operations Managers**

Entry: \$53,390; Average: \$101,110

**Human Resources Specialists**

Entry: \$43,410; Average: \$62,790

**Management Analysts**

Entry: \$57,000; Average: \$81,300

**Degrees:** Law**Degrees:** Business Administration & Management,  
Human Resources Development, Computer Science,  
Finance

#### Sources:

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Employment and Training Administration, Competency Model Clearinghouse  
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